

# NW Pack Self-Serve Grid

RJR Vol.	Description: Self Service Pack			
Range	Level 1		Level 2	
	Plan	Rate	Plan	Rate
17-26	TSL1A	\$110	TSL2A	\$130
27-35	TSL1B	\$115	TSL2B	\$140
36-42	TSL1C	\$127	TSL2C	\$150
43-48	TSL1D	\$140	TSL2D	\$170
49-57	TSL1E	\$150	TSL2E	\$185
58-67	TSL1F	\$160	TSL2F	\$200
68-78	TSL1G	\$170	TSL2G	\$215
79-93	TSL1H	\$180	TSL2H	\$225
94-109	TSL1I	\$195	TSL2I	\$250
110-138	TSL1J	\$220	TSL2J	\$280
139-165	TSL1K	\$250	TSL2K	\$295
166-199	TSL1L	\$280	TSL2L	\$315
200-238	TSL1M	\$295	TSL2M	\$330
239-278	TSL1N	\$300	TSL2N	\$350
279-319	TSL1O	\$310	TSL2O	\$370
320-361	TSL1P	\$320	TSL2P	\$390
362+	TSL1Q	\$330	TSL2Q	\$415

## Enhancement Payment:

Contract Type = NW PK EH

Plan = MC

Rate = \$1 - \$60 DM/KAM approval \$61-\$99 RSM approval \$100+ AVP approval

## Partners Resource Plan

Contract Type = PRP

Plans	Retailer Qualifies For:
BASE5	5 weeks FP discounting/7 weeks Doral
BASE6	6 weeks FP discounting with retailer match/7 weeks Doral
FULL8	8 weeks FP discounting/ongoing Doral discounting
FULL9	9 weeks FP discounting with retailer match/ongoing Doral discounting
BONUS	10 weeks FP discounting and \$.50 per carton extra on 5 weeks FP business/ongoing Doral discounting

Matches Mkt. Plan

L1  
L1  
L2  
L2  
L2

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# NW Carton Outlet Grid

Contract Type = NW CARTON

RJR Vol.	Description: Meeting Competition		Description: Locked Merchandising Set		Self-Service or Manned NSS Set	
Range	MC		Level 1		Level 2	
	Plan	Rate	Plan	Rate	Plan	Rate
70-79	MCA	\$48	L1A	\$0	L2A	\$0
80-99	MCB	\$61	L1B	\$81	L2B	\$174
100-140	MCC	\$71	L1C	\$109	L2C	\$234
141-177	MCD	\$83	L1D	\$145	L2D	\$310
178-221	MCE	\$95	L1E	\$164	L2E	\$371
222-279	MCF	\$119	L1F	\$208	L2F	\$456
280+	MCG	\$136	L1G	\$258	L2G	\$541

## Enhancement Payment

Contract Type = NW CT EH

Plan = MC

Rate = \$1-\$300 RSM/AE Approval

## Partners Resource Plan

Contract Type = PRP

Plans	Retailer Qualifies For:	Matches Mkt. Plan
BASE5	5 weeks FP discounting/7 weeks Doral	MC, L1*
BASE6	6 weeks FP discounting with retailer match/7 weeks Doral	MC, L1*
FULL8	8 weeks FP discounting/ongoing Doral discounting	L2
FULL9	9 weeks FP discounting with retailer match/ongoing Doral discounting	L2
BONUS	10 weeks FP discounting and \$.50 per carton extra on 5 weeks FP business/ongoing Doral discounting	L2

\* Provided POS @ checkout

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